

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 SS-15 EB-08 OES-07 AGRE-00 LAB-04
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E.O. 11652: N/A
TAGS: USIRJC
SUBJ: IRANIAN CRITICISM OF U.S. TECHNOLOGY AND U.S.
TECHNICIANS IN U.S.-IRAN JOINT BUSINESS COUNCIL MEETING,
TEHRAN, FEBRUARY 15-16.

1. ONLY REALLY CONTENTIOUS POINT WHICH SURFACED DURING RECENTLY
CONCLUDED MEETING IN TEHRAN OF EXECUTIVE COMMITTEE OF U.S.-
IRAN JOINT BUSINESS COUNCIL WAS IRANIAN CRITICISM OF
U.S. TECHNICIANS AND U.S. TECHNOLOGY. EMBASSY DOUBTS
THAT IRANIAN SIDE OF JOINT BUSINESS COUNCIL
COMMUNICATED ITS FEELINGS ON THIS SUBJECT TO GOI DELEGATES
GOING TO WASHINGTON FOR USIRJC MEETINGS, OR THAT IRANIANS
ON THE COUNCIL WILL PRESS GOI FOR SOME MENTION THIS SUBJECT
IN COMMUNIQUE/MINUTES OF USIRJC. HOWEVER, GIVEN OUTSIDE
POSSIBILITY OF SUBJECT COMING UP EMBASSY WANTED DEPARTMENT
TO BE INFORMED OF IRANIAN VIEWS.

2. GENERAL KHADEMI, MANAGING DIRECTOR OF IRAN AIR,
LED OFF THE DISCUSSION ON TECHNOLOGY AND U.S. TECHNICIANS
BY SAYING THAT WHILE IRAN AIR'S EXPERIENCE WITH PANAM
HAS BEEN GOOD, NEVERTHELESS HE FINDS IT CHEAPER AND
QUICKER TO DEAL WITH NON-U.S. SOURCES WHEN IT COMES TO
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NEEDED TECHNOLOGY FOR IRAN AIR. SEVERAL PRIVATE SECTOR
IRANIANS THEN CHIMED IN WITH SIMILAR OBSERVATIONS THAT
U.S. TECHNOLOGY IS TOO EXPENSIVE AND IN SOME CASES NOT
AS GOOD AS THE NORDICS AND THE JAPANESE. U.S. REPRESENTA-
TIVES TOOK NOTE OF THIS BUT INSISTED THAT IN THE CASE
OF REALLY HIGH TECHNOLOGY, U.S. WAS SUPERIOR AND STOOD
ALONE.

3. IRANIAN CRITICISM OF U.S. TECHNICIANS WAS EVEN MORE
POINTED. KHADEMI ET AL ALLEGED THAT U.S. TECHNICIANS
COST TOO MUCH, ARE TOO PREOCCUPIED WITH THEIR PERQUISITES,
AND ALMOST TO A MAN LACK ANY FARSI LANGUAGE CAPABILITY.
WEST GERMANS, SCANDINAVIANS, FRENCH, JAPANESE, ETC.,
BY AND LARGE ARE SUPERIOR TO U.S. TECHNICIANS ON ALL
THREE COUNTS.
SULLIVAN

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